



**General Services Administration
Federal Supply Service
Authorized Federal Supply Schedule**

**Mission Oriented Business Integrated
Services (MOBIS)
PRICELIST**

SIN 874-1 Consulting Services

SIN 874-7 Program Integration and Project Management Services

Contract Number: GS-10F-0346R

Contract Period: June 9, 2010 through June 8, 2015

Business Size: Small Woman-Owned Business

FSC Group: 874

Modification: PO-0001, Effective 6/26/06; PS-0003, Effective 5/17/07;
PS-0004, Effective 1/29/09; PS-0005, Effective 1/29/09; PS-0006,
Effective 5/18/2010; PS-0007, Effective 6/9/2010; PA-0008, Effective
9/16/2011; PS-0009, Effective 9/23/2011



On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address GSA Advantage! is: GSAAdvantage.gov.

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

**Barbara A. Robinson, Inc.,
t/a BRI CONSULTING GROUP**
1725 I Street, NW Suite 300
Washington, DC 20006
Phone: (202) 349-3740 Fax: (202) 723-3070
www.briconsultinggroup.com



Table of Contents

Customer Information.....	2
BRI Consulting Group – Overview.....	5
Prices and Labor Categories.....	7
MOBIS Labor Rates & Labor Category Descriptions	



Customer Information

1a. Special Item Numbers:

SIN 874-1 Consulting Services

SIN 874-7 Program Integration & Project Management Services

1b. Lowest priced model and lowest unit prices: Prices shown in pricelist are net.

1c. Labor Category Descriptions: See page 8.

2. Maximum Order: \$ 1 million. Orders exceeding the maximum order threshold may be placed in accordance with clause I-FSS-125, "Requirements Exceeding the Maximum Order (SEP 1999)."

3. Minimum Order: \$100

4. Geographic Coverage: Domestic only.

5. Points of Production: Washington, DC

6. Statement on Net Price: Prices shown in pricelist are net.

7. Quantity Discounts: N/A

8. Prompt Payment Terms: None. Net 30, 0% discount

9a. Acceptance of Government purchase cards below micro-purchase threshold: BRI Consulting Group is willing to accept Government Purchase Cards below the micro-purchase threshold.

9b. Acceptance of Government purchase cards above micro-purchase threshold: BRI Consulting Group does not accept Government Purchase Cards above the micro-purchase threshold.

10. Foreign Items: N/A

11a. Time of Delivery: To be negotiated per each delivery order between contracting agency and contractor.

11b. Expedited Delivery: To be negotiated per each delivery order between contracting agency and contractor.

11c. Overnight and Two-day Delivery: N/A

- 11d. Urgent Requirements:** Contact BRI Consulting Group for urgent requirements.
- 12. F.O.B Points:** Destination
- 13. Ordering Address:**
- BRI Consulting Group
1725 I Street, NW Suite 300
Washington, DC 20006
Attn: Barbara A. Robinson, President
202-349-3740 telephone
202-723-3070 fax
E-mail: bar@briconsultinggroup.com
- 14. Payment Address:**
- BRI Consulting Group
1725 I Street, NW Suite 300
Washington, DC 20006
Attn: Barbara A. Robinson, President
202-349-3740 telephone
202-723-3070 fax
E-mail: bar@briconsultinggroup.com
- 15. Warranty Provision:** N/A
- 16. Export Packing Charges:** N/A
- 17. Terms and conditions of Government commercial credit card acceptance:**
N/A
- 18. Terms and conditions of Government rental, maintenance, and repair:** N/A
- 19. Terms and conditions of installation:** N/A
- 20. Terms and conditions of repair parts indicating date of parts price lists and any discount from list prices:** N/A
- 21. List of service and distribution points:** N/A
- 22. List of participating dealers:** N/A
- 23. Preventive Maintenance:** N/A
- 24a. Environmental Attributes:** N/A

- 24b. Section 508 Compliance:** No.
- 25. Data Universal Number (DUNS):** 01-584-1281
- 26. Notification regarding registration in CCR database:** BRI Consulting Group is registered in the Central Contractor Registration (CCR) database.
- 27. Uncompensated Overtime:** BRI Consulting Group labor rates proposed are based on a 40-hour week. Overtime hours are NOT authorized unless approved in advance by a supervisor.



Corporate Overview

BRI Consulting Group

BRI Consulting Group is pleased to offer its services and products to federal government agencies through the Worldwide Federal Supply Schedule for Mission Oriented Business Integrated Services (MOBIS), Contract # GS-10F-0346R.

ABOUT US

Headquartered in Washington, D.C., BRI Consulting Group is a woman-owned, small business providing diversified management consulting services to organizations in the private sector and government agencies at the federal, state, and local levels. Founded in 1996 by Barbara A. Robinson, president and owner, BRI Consulting Group specializes in evaluation research and policy analysis, training and technical assistance, information management and communications, and events management.

OUR ORGANIZATION

BRI was founded with an unwavering commitment to provide the best *service* and best *value* to the client. Our highly experienced staff and network of consultants are committed to these standards and strives to meet the specific needs of our clients on a continual basis as evidenced by our daily commitment to achieve our client's goals.

Quality services begin with BRI's talented and knowledgeable staff. Each individual has hands-on experience and a solid background of skills. All are confident and dedicated professionals who are able to handle challenging projects and who consistently excel at their work. Together, they form a well-seasoned and organized team that offer a balanced blend of technical proficiency, creativity, and efficiency. In addition, the professional staff is augmented with experienced and respected consultants, which enables BRI to deliver our services at the level in which clients desire and demand.

BRI's professionals are industry leaders with an acquired combination of academic and real-world credentials. All are versatile with diverse backgrounds and experiences that add value to project performance. Also of importance is that they have advanced degrees, stay current with the latest advances in their field, and belong to professional organizations. BRI's staff has the following skills:

- communications and speech
- conference planning and management
- database management and design
- graphics and web site design
- health administration
- law
- nursing
- project management
- public administration

- public policy analysis
- research and survey design
- statistics
- writing and editing

Our corporate culture encourages and provides opportunities for the professional growth and development of our staff. We emphasize training, motivation, and participatory management. Our management approach vests managers and staff with responsibility and accountability. Authority is delegated to the lowest practical level. We maximize staff's ability to contribute to projects and advocate their upward mobility.

BRI CLIENTS

BRI provides quality services to government agencies at the federal, state, and local level; nonprofit organizations; and private businesses. A listing of our clients follows below:

Federal Government

- Administration for Children and Families
- Centers for Disease Control and Prevention
- Comptroller of the Currency
- Department of Agriculture
- Department of Homeland Security
- Health Resources and Services Administration

State Government

- Illinois Department of Family Health

Local Government

- City of Detroit Health Department
- City of Philadelphia Department of Public Health
- District of Columbia Department of Human Services
- Richmond City (VA) Health Department

Nonprofit Organizations

- Aberdeen Area Tribal Chairmen's Health Board
- Chatham-Savannah Youth Futures Authority
- Mississippi Primary Health Care Association
- Perinatal Network of Monroe County (NY)
- United Way of South Carolina

Private Businesses

- Fitzgerald & Swaim
- Management Assistance Corporation
- Medical & Health Research of N.Y.C., Inc.



Prices & Labor Categories

Labor Rates

MOBIS professional labor rates and labor category descriptions for the following SINs are shown below:

SIN 874-1 Consulting Services

SIN 874-7 Program Integration & Project Management Services

Labor Category	Prices
	Hourly Rates
Program Director	\$140.14
Project Director II	\$107.81
Project Director I	\$88.13
Consultant IV	\$142.44
Consultant III	\$86.25
Consultant II	\$62.87
Consultant I	\$57.01
Analyst III	\$60.11
Analyst II	\$57.14
Analyst I	\$53.90
Administrative Assistant II	\$55.98
Administrative Assistant I	\$42.79

Note: Pricing includes required Industrial Funding Fee.



Labor Category Descriptions

PROGRAM DIRECTOR

Functional Responsibility:

Experience managing large-scale projects. Substantial experience in managing the business issues associated with client requirements. Manages contractual relationship with agencies and departments through organizational and business improvement services. Authority to dedicate corporate resources to a client project. Defines project approach, methods and staffing. Conducts quality assurance over key project deliverables. Resolves issues with staff, tools, and methods. Participates in project staff and client meetings to resolve issues through application of company resources or experience gained on other projects.

Position Qualifications:

B.S. or B.A. Degree with 10 years experience in management, business consulting and/or organizational development environment with demonstrated ability in the management of large-scale projects.

PROJECT DIRECTOR II

Functional Responsibility:

Manages the day-to-day operations of the project. Prepares project estimates and work plans using company experience on prior projects and the proprietary company methods and tools for planning and estimating projects. Prepares and presents project status reports to company and client management. Resolves project staffing and planning issues. Manages the company staff assigned to the project. Conducts preliminary quality assurance over project deliverables and project activities. May manage the contractual relationship with the client.

Contributes substantive knowledge, technical skills, and functional expertise to achieve project objectives. Responsible for publications management and editorial services, including concept design and development of documentation as appropriate for each project. Gathers, analyses, composes data/information required for preparation of surveys, training materials and communication deliverables. Translates information into clear, readable documents to be used by client personnel at multiple levels. Prepares, disseminates and provides for the orderly safeguard of documentation.

Position Qualifications:

B.S. or B.A. Degree with 8 years experience in management, business consulting and/or organizational development environment.

PROJECT DIRECTOR I

Functional Responsibility:

Manages the day-to-day operations of the project. Prepares project estimates and work plans using company experience on prior projects and the proprietary company methods and tools for planning and estimating projects. Prepares and presents project status reports to company and client management. Resolves project staffing and planning

issues. Manages the company staff assigned to the project. Conducts preliminary quality assurance over project deliverables and project activities.

Experience in planning, design and facilitation of sessions, meetings, conferences or special events with multiple levels within a client organization. Brings together teams in collaboration efforts, working groups or integrated self-directed teams. Defines and refines an agenda, selects appropriate participants, communicates project goals, and selects appropriate tools and techniques. Excellent communication and negotiation skills.

Position Qualifications:

B.S. or B.A. Degree with 5 years experience in management, business consulting and/or organizational development environment.

CONSULTANT IV

Functional Responsibility:

Specialized knowledge of business issues related to implementing systems or specialized experience in business best practices and/or the management of complex business change. Applies knowledge of industry best practices, business process transformation, or change management methods. Provides subject matter knowledge to project managers and analysts. Works with the program manager to allocate staffing and resolve business issues.

Leads the project team's research, design, and data management activities. Provides substantive knowledge to develop content and provides technical assistance to lower level consultants. Provides technical support with new strategies and oversees business systems design, development, integration, and testing.

Position Qualifications:

B.S. or B.A. Degree with 10 years experience in management, business consulting and/or organizational development environment with demonstrated ability in the management of large-scale projects.

CONSULTANT III

Functional Responsibility:

Specialized knowledge of business issues related to implementing systems or specialized experience in business best practices and/or the management of complex business change. Applies knowledge of industry best practices, business process transformation, or change management methods. Provides subject matter knowledge to project managers and analysts. Works with the program manager to allocate staffing and resolve business issues.

Responsible for research, publications management and editorial services, including concept design and development of documentation as appropriate for each project. Gathers, analyses, composes data/information required for preparation of surveys, training materials and communication deliverables. Translates information into clear,

readable documents to be used by client personnel at multiple levels. Prepares, disseminates and provides for the orderly safeguard of documentation.

Position Qualifications:

B.S. or B.A. Degree with 8 years experience in management, business and/or consulting environment.

CONSULTANT II

Functional Responsibility:

Experience in analysis of business or functional issues and or training/certification in analysis of functional issues. Experience analyzing proposed system modifications and identifying and designing alternate functional/business solutions. Provides business process perspectives. Conducts/Participates in requirements analysis sessions. Advises on business and management improvement issues. Performs/contributes to functional deliverables. Transfers functional knowledge to agency/department team members.

Position Qualifications:

B.S. or B.A. Degree with 5 years experience in management, business and/or consulting environment.

CONSULTANT I

Functional Responsibility:

Experience in current business or functional issues and performs successfully in a team environment. Supports business and management process teams across a variety of issues. Performs surveys, conducts research, prepares deliverables related to business and functional support tasks. Coordinates logistics for conferences, events and meetings.

Analyst for design, development, dissemination, and assessment of surveys to evaluate an organization's resources; products and services; effectiveness of operational and management processes; information; human resources including employee attitudes and culture, training, skills, and experience; the customer base and market size; customer service needs and levels of satisfaction; and other relevant information.

Position Qualifications:

B.S. or B.A. Degree with 3 years experience in management, business and/or consulting environment.

ANALYST III

Functional Responsibility:

Possesses expert-level knowledge of all phases of business improvement and organizational systems life cycle. Considers the business implications of innovative tools and methodologies to the current and future business environment. Manages analysis team to formulate and define systems scope and objectives through research and fact-finding combined with an understanding of business transformation processes and systems and industry requirements. With this knowledge devises or modifies procedures to solve problems considering systems, processes, limitations, operation time, quality

assurance and form of desired results. Includes analysis of business and user needs, documentation of requirements, and translation into proper system or business process requirements.

Position Qualifications:

B.S. or B.A. Degree and 5 years of experience as a business/management analyst within a project/consulting environment.

ANALYST II

Functional Responsibility:

Under general direction formulates and defines systems scope and objectives through research and fact-finding combined with an understanding of business transformation processes and systems and industry requirements. With this knowledge devises or modifies procedures to solve problems considering systems, processes, limitations, quality assurance and form of desired results. Includes analysis of business and user needs, documentation of requirements, and translation into proper system or business process requirements.

Position Qualifications:

B.S. or B.A. Degree and 4 years of experience as a business/management analyst within a project/consulting environment.

ANALYST I

Functional Responsibility:

Under general supervision, assists in formulating and defining business processes to include systems analysis and objectives through research and fact-finding combined with a basic understanding of business transformation processes and industry requirements. Includes analysis of business and user needs; organizational resources; products and services; operational and management processes. May also produce and document requirements and or findings and provide support to client deliverables.

Position Qualifications:

B.S. or B.A. Degree and 3 years of experience as a business/management analyst within a project/consulting environment.

ADMINISTRATIVE ASSISTANT II

Functional Responsibility:

Provides administrative and logistical support to business and management-level personnel. This includes, but is not limited to, graphical/documentation planning and support, project administration, program management support, event planning and administration, records and data input for deliverables.

Responsible for development, updates and maintenance of databases. Knowledge of design and maintenance of Internet and Intranet Web pages. Applies knowledge of Web

technologies to development of information dissemination strategies. Performs routine quality assurance checks to ensure accuracy and adherence to high quality standards.

Position Qualifications:

Bachelor's Degree and 3 years of general experience

ADMINISTRATIVE ASSISTANT I

Functional Responsibility:

Provides administrative-type support to business and management-level personnel. This includes, but is not limited to, graphical/documentation planning and support, project administration, program management support, event planning and administration, records and data input for deliverables.

Position Qualifications:

Bachelor's Degree and 2 years of general experience